

**The Corporation of the City of Guelph  
Corporate Administration, Finance, and Enterprise Committee  
Tuesday October 9, 2012, 5:00 p.m.**

A meeting of the Corporate Administration, Finance and Enterprise Committee was held on Tuesday October 9, 2012 in the Council Chambers at 5:00 p.m.

Present: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge

Also Present: Councillors Bell, Dennis, Findlay and Furfaro

Staff Present: Ms. A. Pappert, Chief Administrative Officer; Mr. M. Amorosi, Executive Director, Corporate & Human Resources; Mr. A. Horsman, Executive Director, Finance & Enterprise; Mr. D. McCaughan, Executive Director, Operations, Transit & Emergency Services; Ms. T. Agnello, Deputy Clerk; and Ms. J. Sweeney, Council Committee Co-ordinator

**Disclosure of Pecuniary Interest and General Nature Thereof**

There were no disclosures.

1. Moved by Mayor Farbridge  
Seconded by Councillor Wettstein

THAT the minutes of the Corporate Administration, Finance and Enterprise Committee meeting held on September 10, 2012 be confirmed as amended to show Councillor Laidlaw as being absent and not present .

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

**Consent Agenda**

The following items were extracted from Corporate Administration, Finance & Enterprise Committee October 9, 2012 Consent Agenda:

CAFE-2012 A.38	Corporate Energy Program Strategic Business Plan
CAFE-2012 A.39	City Land Sale Approval Process and Guidelines for the Sale of City-Owned Land – Hanlon Creek Business Park
CAFE-2012 A.40	Prices for the Sale of City-Owned Land – Hanlon Creek Business Park
CAFE-2012 A.43	August 2012 Operating Variance Report

2. Moved by Mayor Farbridge  
Seconded by Councillor Laidlaw

THAT the balance of the Corporate Administration, Finance & Enterprise Committee October 9, 2012 Consent Agenda, as identified below, be adopted:

a) **2012 Mid-Year Investment Performance Report**

Mr. A. Horsman

THAT report FIN-12-39 dated October 9, 2012, with respect to the 2012 Mid-Year investment portfolio performance and holdings be received for information.

b) **Amending Agreement to a Development Charge Early Payment Agreement – Wurth Canada Limited, Hanlon Creek Business Park**

REPORT

THAT the Mayor and Clerk be authorized to execute an Amending Agreement to a Development Charge Early Payment Agreement between the Corporation of the City of Guelph and Wurth Canada Limited, for the lands described as all of Block 9, Registered Plan 61M-169 in the Hanlon Creek Business Park, as outlined in the report of the General Manager of Economic Development dated October 9, 2012.

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

**Corporate Energy Program Strategic Business Plan**

Mr. A. Horsman, Executive Director Finance & Enterprise, introduced the Corporate Energy Program Strategic Business Plan. He advised that the funding of the plan will be addressed during the 2013 budget deliberations.

Mr. R. Kerr, Corporate Manager Community Energy, highlighted the Corporate Energy Program Strategic Business Plan contained as part of the meeting agenda.

In response to questions, clarification was provided with respect to the projects implemented from the energy audits conducted on city facilities; and calculations of estimated paybacks.

REPORT

3. Moved by Councillor Kovach  
Seconded by Mayor Farbridge  
THAT the report dated October 9, 2012 entitled 'Corporate Energy Program Business Plan' be received;

AND THAT the business case within the Corporate Energy Program Strategic Business Plan dated September 2012 be received as supporting material for Corporate Energy's 2013 Capital and Operating budget requests;

AND THAT the Capital and Operating budget resources required to implement the Corporate Energy Program Strategic Business Plan be referred to the 2013 budget process for consideration;

AND THAT staff report back annually on the corporate energy program dashboard and business case.

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

**City Land Sale Approval Process and Guidelines for the Sale of City-Owned Land – Hanlon Creek Business Park**

Mr. P. Cartwright, General Manager of Economic Development, summarized the report contained in the agenda. He advised that the current process is not timely and responsive to business needs and that the proposed process will expedite land sales.

4. Moved by Councillor Laidlaw  
Seconded by Mayor Farbridge  
THAT the Corporate Administration, Finance & Enterprise Committee how hold a meeting that is closed to the public with respect to:

Sale of City Land  
S. 239 (2) (c) of the *Municipal Act* – proposed or pending acquisition or disposition of land.

Carried

The meeting recessed into closed session.

5. Moved by Councillor Kovach  
Seconded by Councillor Laidlaw  
THAT staff be given direction with respect to the sale of city land.

Carried

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REPORT TO  
COUNCIL IN OPEN  
MEETING  
October 9, 2012

The meeting reconvened in public session.

REPORT

6. Moved by Mayor Farbridge  
Seconded by Councillor Wettstein

THAT a process for the sale of city-owned land within the Hanlon Creek Business Park, as attached to the October 9, 2012 report entitled 'City Land Sale Approval Process and Guidelines – Hanlon Creek Business Park' be approved;

AND THAT the approval to approve, amend and/or terminate Offers to Purchase/Agreement of Purchase and Sale for the sale of city-owned lands within the Hanlon Creek Business Park be delegated to the General Manager of Economic Development;

AND THAT the City Solicitor be authorized to complete all transactions relating to the Hanlon Creek Business Park and execute, on behalf of the City, all documents relating thereto;

AND THAT the guidelines for the sale of city-owned land within the Hanlon Creek Business Park, as attached to the October 9, 2012 report entitled 'City Land Sale Approval Process and Guidelines – Hanlon Creek Business Park' be approved;

AND THAT the General Manager of Economic Development be directed to negotiate the purchase price for the sale of city-owned land within the Hanlon Creek Business Park, subject to the parameters outlined in the October 9, 2012 confidential report entitled 'Negotiation of the Purchase Price for the Sale of City-Owned Land – Hanlon Creek Business Park'.

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

**Prices for the Sale of City-Owned Land – Hanlon Creek Business Park Phase 1**

Mr. P. Cartwright, General Manager of Economic Development, summarized the report contained in the agenda. He provided a comparison of land prices in the surrounding municipalities and reviewed the proposed pricing structure.

7. Moved by Councillor Kovach  
Seconded by Mayor Farbridge

REPORT

THAT the prices for the sale of city-owned land within the Hanlon Creek Business Park Phase 1, as attached to the October 9, 2012 report entitled 'Prices for the Sale of City-Owned Land – Hanlon Creek Business Park Phase 1', be approved;

AND THAT the General Manager of Economic Development report back to Committee/Council on an annual basis to review and establish prices for the sale of city-owned land within the Hanlon Creek Business Park Phase 1 for each subsequent year;

AND THAT the city pay real estate commissions to brokers/realtors who have introduced and registered their client with the Economic Development Office, in the total amount of up to 5% of the total purchase price plus HST on the commission, from the proceeds of the sale on closing.

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

**August 2012 Operating Variance Report**

In response to questions, Mr. Horsman, Executive Director of Finance & Enterprise, advised that previous years actual costs are taken into consideration when preparing the budget.

8. Moved by Councillor Kovach  
Seconded by Councillor Laidlaw

Mr. A. Horsman

THAT the Finance report FIN-12-42 dated October 9, 2012 entitled 'August Operating Variance and Revenue Report' be received for information purposes.

VOTING IN FAVOUR: Councillors Hofland, Kovach, Laidlaw, Wettstein and Mayor Farbridge (5)

VOTING AGAINST: (0)

Carried

9. Moved by Mayor Farbridge  
Seconded by Councillor Kovach

That the meeting of the Corporate Administration, Finance & Enterprise Committee of October 9, 2012 be adjourned.

Carried

The meeting adjourned at 6:33 p.m.

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Chairperson